

Message Text

UNCLASSIFIED

PAGE 01 BRUSSE 05642 261725Z

70

ACTION EUR-06

INFO OCT-01 ISO-00 EB-05 RSC-01 DRC-01 /014 W

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R 261359Z JUL 74

FM AMEMBASSY BRUSSELS

TO USDOC WASHDC

INFO SECSTATE WASHDC 1607

UNCLAS BRUSSELS 5642

E.O. 11652: N/A

TAGS: BEXP, BE

SUBJECT: GLOBAL MARKET RESEARCH - AIR AND WATER PURIFICATION AND
POLLUTION CONTROL

REF: (A) STATE 153604; (B) STATE A-4497; (C) BRUSSELS 5346;
(D) DAWSON/LEWIS TELCON 7/25/74

1. FOLLOWING TWO BIDS SUBMITTED AS FOLLOWS:

A. ROBERT S. FIRST, INC.

AUSTRALIA	DOLS 10,000	JAPAN	DOLS 12,000
BELGIUM	6,000	MEXICO	9,000
BRAZIL	10,000	NETHERLANDS	6,000
FRANCE	9,000	SPAIN	9,000
IRAN	10,000	SWEDEN	8,000
ITALY	9,000	TAIWAN	10,000

UNITED

KINGDOM DOLS 9,000 WESTGERMANY DOLS 11,000

VENEZUELA 11,000

TOTAL: DOLS 139,000

FIRST INC. QUOTES 5 PERCENT REDUCTION IF COMMISSIONED FOR 7
COUNTRY STUDY AND 10 PERCENT REDUCTION IF COMMISSIONED FOR
ALL 15 COUNTRIES. FIRST STATES FIRM STILL INTERESTED IN
PERFORMING STUDY IF ONLY COMMISSIONED FOR BELGIUM (REF D). FIRST INC.

WELL KNOWN TO EMBASSY AND FAMILIAR WITH COMMERCE REQUIREMENTS.
FIRM RECENTLY DID MARKET RESEARCH STUDY FOR COMMERCE ON BIO-
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MEDICAL EQUIPMENT -- EMBASSY EVALUATED AS GOOD. FIRST INC.

HAS DONE MULTICLIENT MARKET RESEARCH STUDIES ON WATER PURIFICATION
IN U.S. AND EUROPE.

B. SOBEMAP

BELGIUM DOLS 8,000; BELGIUM PLUS NETHERLANDS DOLS 15,000.
SOBEMAP RECENTLY DID MARKET STUDIES ON WASTE DISPOSAL IN
BENELUX FOR PURPLE DISPOSAL SERVICES, UNITED KINGDOM;
A MULTICLIENT SURVEY ON CHEMICALS FOR WATER TREATMENT IN
EUROPE AND MULTICLIENT SURVEY ON AIR POLLUTION AND AIR
PURIFICATION EQUIPMENT IN GERMANY. SOBEMAP IS KNOWN TO
EMBASSY AND ENJOYS AN EXCELLENT REPUTATION.
FIRMS IS FAMILIAR WITH COMMERCE REQUIREMENTS.

2. SORCA, THIRD FIRM BIDDING FOR SUBJECT STUDY, INFORMED
EMBASSY THAT ITS PROPOSAL WILL BE SUBMITTED BEFORE COB 29 JULY
1974.

3. EMBASSY AIR MAILING PROPOSALS USDOC ATTN: BILL DAWSON VIA APO.
FIRESTONE

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NNN

Message Attributes

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